



Web Images Video News Maps **more »**

sales force automation workflow

- 2001

Search

Ad  
Sc  
Sc

**Scholar** All articles - **Recent articles** Results 1 - 10 of about 1,120 for **sales force automation work**

## All Results

J Johnson

D Georgakopoul...

S Shim

R Kalakota

P Blau

Integrated computerized **sales force automation** system - all 3 versions

»

JD Johnson, DR Lundberg, MP Krebsbach - US Patent 6,067,525, 2000 - Google Patents

... (**Sales Force Automation**)", **Sales & Marketing Management**, v 146, n 6, pp. 10-13, Jun. 1994. ... [54] [75] INTEGRATED COMPUTERIZED **SALES FORCE AUTOMATION** SYSTEM ...

Cited by 30 - [Related Articles](#) - [Web Search](#)

An overview of **workflow** management: From process modeling to **workflow automation** infrastructure - all 21 versions »

D Georgakopoulos, M Hornick, A Sheth - Distributed and Parallel Databases, 1995 - Springer

... perform office processes, such as product documentation or **sales** proposals, where ...

**Workflow automation** deals with scheduling and controlling **workflow** execution. ...

Cited by 991 - [Related Articles](#) - [Web Search](#)

Business-to-business e-commerce frameworks - all 4 versions »

SSY Shim, VS Pendyala, M Sundaram, JZ Gao - Computer, 2000 - [ieeexplore.ieee.org](#)

... **Sales force automation** ... profiles, account codes, tax status, and approvals; selling orga- nizations maintain customized catalogs and internal **workflow** mechanisms ...

Cited by 76 - [Related Articles](#) - [Web Search](#) - [BL Direct](#)

[BOOK] OSS Essentials: Support System Solutions for Service Providers

K Terplan - 2001 - [ac.tut.fi](#)

... branding, application hosting (ERP, **sales force** ... course in network based **automation**

7601010 Advance course in network based **automation** ... **workflow** principles. ...

Cited by 9 - [Related Articles](#) - [View as HTML](#) - [Web Search](#) - [Library Search](#)

Collaborating on the Internet and intranets - all 2 versions »

D Coleman - System Sciences, 1997, Proceedings of the Thirtieth Hawaii ..., 1997 - [ieeexplore.ieee.org](#)

... **Sales force automation** and distributed project management were two key functions where collaboration was identified as critical • Collaboration strategies ...

Cited by 16 - [Related Articles](#) - [Web Search](#) - [BL Direct](#)

The CRM Handbook: A Business Guide to Customer Relationship Management

D Jill - Boston (USA): Addison-Wesley Pub Co, 2001 - [lavoisier.fr](#)

... **Sales** and Territory Management ... Field **Force Automation**. ... d'information, genie logiciel,

securite / Gestion des données dans l'entreprise : groupware, **workflow**... ...

Cited by 3 - [Related Articles](#) - [Cached](#) - [Web Search](#)

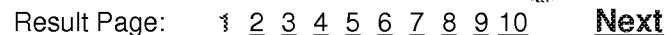
CARUSO: Customer Care and Relationship Support Office - all 5

[Cited by 5](#) - [Related Articles](#) - [View as HTML](#) - [Web Search](#)

[Cited by 3](#) - [Related Articles](#) - [View as HTML](#) - [Web Search](#) - [BL Direct](#)

[Cited by 3](#) - [Related Articles](#) - [View as HTML](#) - [Web Search](#)

[Cited by 10](#) - [Related Articles](#) - [View as HTML](#) - [Web Search](#)

Search

[http://scholar.google.com/scholar?hl=en&lr=&q=sales+force+automation+workflow&as\\_y1...](http://scholar.google.com/scholar?hl=en&lr=&q=sales+force+automation+workflow&as_y1...) 7/9/2007